

Walgreens Annual Report, 1966 A. A. Borg, President (left) and C. R. Walgreen, Jr., Chairman of the Board, with Squibb Award honoring Walgreens as—

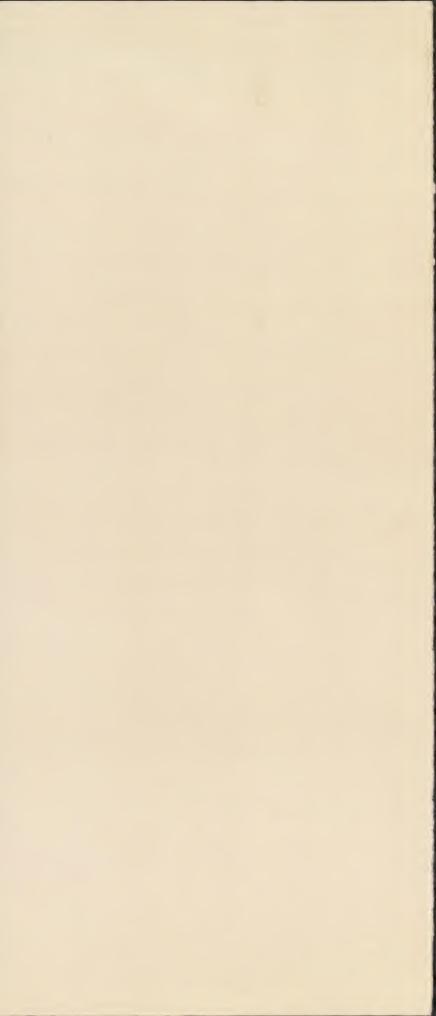
FIRST IN NATION TO FILL 150 MILLION PRESCRIPTIONS

Marking a first in pharmacy history, the E. R. Squibb Award was presented to Walgreen Drug Stores to commemorate the 150 millionth prescription filled since founding of our Company in 1901.

We are proud to be first in the nation to achieve so memorable a milestone; humble when that number is translated into lives saved, illnesses shortened, pain relieved, health restored. For it is then we truly realize the privilege and responsibility that is ours.

We pledge again to maintain the highest professional standards . . . to provide our pharmacy service to the public at low cost . . . to merit the trust of doctor and patient.





HIGHLIGHTS OF 1966:

	1966	1965	<u>%</u>
SALES	\$487,185,655	\$432,510,980	+12.6
EARNINGS before income taxes	17,422,678	13,715,007	+27.0
NET EARNINGS	10,102,678	8,015,007	+26.0

Per Share of Common Stock:

NET EARNINGS	\$ 3.26	\$ 2.59
DIVIDENDS PAID	1.30	1.20
BOOK VALUE	23.07	21.11

Your December 12, 1966 dividend will mark our 136th consecutive quarterly dividend payment.

TO OUR SHAREOWNERS:

December 9, 1966

During fiscal year of 1966—our 65th year in business-sales, profits, and dividends continued to reach new highs. For the twelve months ending September 30th, sales were \$487,185,655, representing an increase of 12.6% over the same period a year ago.

Net earnings rose to \$10,102,678 or \$3.26 per share, compared with \$8,015,007 or \$2.59 per share, an increase of 26%. At its last meeting your Board of Directors raised dividends for the fourth consecutive year. Beginning with the current December payment, the quarterly rate will be increased from 321/2¢ to 35¢ per share.

As of September 30th we were operating 511 stores, consisting of 494 drug stores, 11 Globe self service department stores, and 6 Danburg junior department stores. Our expansion program during the past fiscal year has been our heaviest—with the opening of 37 new drug stores (9 of which are replacements) and 3 Globe self service department stores. Twenty-two outdated stores, including those replaced, were closed. Our expansion for the current fiscal year will continue at about the same pace. Currently we are in the process of acquiring Pay Less Drug Stores, Inc. which operates five stores in New Mexico.

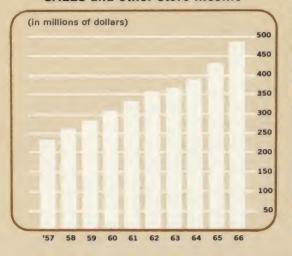
The fine results of the past year are due to the dedicated efforts and enthusiastic cooperation of the folks in every division of our company.

Despite the trend of increasing costs, we will continue giving our customers outstanding values-and through increased sales, we expect to have another successful year.

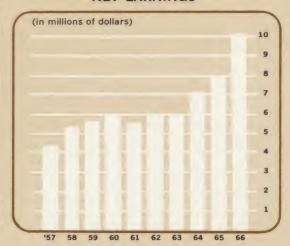
President Chairman of the Board

10 YEAR PROGRESS REVIEW

SALES and other store income



NET EARNINGS



YEAR	NET SALES		04011		DEPRE- CIATION	PI	R SHARE	
ended Sept. 30	and other store Income	NET EARNINGS	CASH DIVIDENDS PAID	RETAINED EARNINGS	& AMOR- TIZATION	EARNINGS (2)	DIVIDENDS PAID (3)	BOOK VALUE (2)
		- IN THOU	SANDS OF DO	LLARS —			N DOLLARS -	
1966	\$487,186	\$10,103	\$4,023	\$6,080	\$3,709	\$3.26	\$1.30	\$23.07
1965	432,511	8,015	3,707	4,308	3,337	2.59	1.20	21.11
1964	391,326	7,127	3,083	4,044	3,136	2.31	1.00	19.71
1963	366,748	6,028	2,451	3,577	2,973	1.96	.80	18.42
1962	353,144	5,978	2,573(1)	3,405	2,742	1.96	.80(1)	17.31
1961	331,666	5,594	2,519(1)	3,075	2,471	1.90	.80(1)	16.53
1960	312,365	6,011	2,416(1)	3,595	2,251	2.06	.80(1)	15.51
1959	285,079	5,772	2,284(1)	3,488	2,087	1.99	.80(1)	14.28
1958	259,898	5,313	2,456	2,857	1,929	1.85	.95	13.08
1957	235,111	4,305	2,391	1,914	1,780	1.50	.925	12.08

⁽¹⁾ Plus payment of 3% stock dividend.

⁽²⁾ Based on common shares outstanding at year-end, adjusted for effect of two-for-one stock split in 1963 and 3% stock dividends paid in 1962, 1961, 1960 and 1959.

⁽³⁾ Adjusted for two-for-one stock split in 1963.

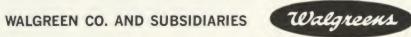


CONSOLIDATED STATEMENTS -For the Years Ended September 30, 1966 and 1965

EARNINGS	1966	1965
NET SALES AND OTHER STORE INCOME	\$487,185,655	\$432,510,98
COSTS AND DEDUCTIONS: Cost of sales. Selling, occupancy and administration. Contribution to Employees' Profit-Sharing Retirement Trust. Federal and state income taxes.	352,136,863 115,535,393 2,090,721 7,320,000 477,082,977 \$ 10,102,678	312,933,42 104,216,74 1,645,80 5,700,00 424,495,97 \$ 8,015,00
RETAINED EARNINGS		
BALANCE, beginning of year Net earnings Cash dividends (\$1.30 per share in 1966 and \$1.20 in 1965) BALANCE, end of year	\$ 42,313,543 10,102,678 (4,022,862) \$ 48,393,359	\$ 38,005,650 8,015,000 (3,707,114 \$ 42,313,543
SOURCE AND APPLICATION OF FUNDS		
SOURCE OF FUNDS:		
Net earnings	\$ 10,102,678	\$ 8,015,007
Depreciation and amortization	3,709,072	3,336,575
Increase in long-term debt	580,000	500,000
Proceeds from stock options exercised	98,846	129,878
	\$ 14,490,596	\$ 22,382,479
APPLICATION OF FUNDS:		
Net additions to property and equipment	\$ 10,920,059	\$ 6,564,760
Cash dividends	4,022,862	3,707,114
Decrease in long-term debt	1,071,580	_
Additional investment in affiliated and other companies	51,450	107,612
Increase (decrease) in working capital	(1,575,355) \$ 14,490,596	12,002,993 \$ 22,382,479
The accompanying notes to consolidated financial statements are an integral part of the above statements.		

CONSOLIDATED BALANCE SHEET

ASSETS	September 30	September 30
	1966	1965
CURRENT ASSETS:		C 404 F20
Cash	\$ 5,419,370	\$ 6,424,538
Marketable securities, at cost, which approximates market	4,805,893	9,586,629
Accounts receivable, less reserves	6,680,354	6,560,699
Inventories, at the lower of cost or market, less reserves	73,817,355	63,562,358
Prepaid rent, insurance, taxes, etc	1,440,138	1,577,479
TOTAL CURRENT ASSETS	92,163,110	87,711,703
INVESTMENTS IN AFFILIATED AND OTHER COMPANIES, at cost (equity in underlying book values or market value \$6,956,000 in 1966 and \$7,290,000 in 1965)	2,595,676	2,544,226
Land	2,693,789	2,043,764
Buildings including improvements to leased properties	10,473,621	7,752,985
Equipment	49,866,713	43,989,147
	63,034,123	53,785,896
Less—Reserves for depreciation and amortization	23,605,489	21,568,249
NET PROPERTY AND EQUIPMENT	39,428,634	32,217,647
GOODWILL, at nominal value	\$134,187,421	\$122,473,577



LIABILITIES		
	September 30 1966	September 30 1965
CURRENT LIABILITIES:		
Trade accounts payable	\$ 19,206,944	\$ 15,397,162
Accrued expenses and other liabilities	12,001,234	11,753,727
Federal and state income taxes	5,195,017	4,237,512
Current maturities of long-term debt	1,071,580	1,059,612
Note payable	1,000,000	
TOTAL CURRENT LIABILITIES	38,474,775	32,448,013
LONG-TERM DEBT, less current maturities shown above (Note 1):		
Notes payable to banks	15,750,000	16,625,000
Mortgages payable	6,175,548	6,372,128
TOTAL LONG-TERM DEBT	21,925,548	22,997,128
DEFERRED FEDERAL INCOME TAXES (arising from accelerated depreciation)	2,370,000	1,790,000
SHAREOWNERS' EQUITY:		
Common stock, \$5 par value, authorized 5,000,000 shares; issued and outstanding 3,095,684 in 1966 and 3,091,120 in 1965, at stated value (Note 2).	23,023,739	22,924,893
Retained earnings (Note 1)	48,393,359	42,313,543
TOTAL SHAREOWNERS' EQUITY	71,417,098	65,238,436
. J. A. Oll Market Lyoff I	71,417,038	\$122,473,577

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. LONG-TERM DEBT: The 43/4% notes payable to banks are due in annual principal installments of \$875,000 through 1974 and \$9,625,000 in 1975. Under the terms of the loan agreement, (a) \$22,036,244 of consolidated retained earnings at September 30, 1966, is not available for payment of cash dividends, or for repurchase of the company's stock, and (b) consolidated net current assets must be at least \$25,000,000. Consolidated net current assets, as defined, are \$57,141,182 at September 30, 1966.

At September 30, 1966, the company had mortgages payable on certain store and warehouse properties at interest rates ranging from $4\frac{3}{4}\%$ to $5\frac{1}{2}\%$. These mortgages provide for monthly payments of principal and interest and become fully paid during the years 1982 to 1989. The annual payments for each of the next five years amount to \$514,484.

- 2. STOCK OPTIONS: In 1957, the shareowners approved a restricted stock option plan for key employees, including officers. At September 30, 1966, 5,016 shares are reserved for options which have been granted at prices ranging from \$19.52 to \$25.50. These options are exercisable beginning one year from the date of grant over a period not exceeding five years and in reduced amounts thereafter through 1967. During 1966, 1,807 shares became exercisable and 4,564 shares were exercised.
- 3. LEASE OBLIGATIONS: At September 30, 1966, the company and its subsidiaries had 442 leases expiring more than three years after that date (some of which contain percentage rental clauses) with minimum annual rentals of approximately \$9,510,000.

AUDITORS' REPORT

ARTHUR ANDERSEN & CO.

CHICAGO, ILLINOIS

To the Board of Directors and Shareowners, WALGREEN CO.:

We have examined the consolidated balance sheet of WALGREEN CO. (an Illinois corporation) AND SUBSIDIARIES as of September 30, 1966, and the related consolidated statements of earnings, retained earnings and source and application of funds for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances. We have previously examined and reported on the financial statements for the preceding year.

In our opinion, the accompanying consolidated balance sheet and consolidated statements of earnings, retained earnings and source and application of funds present fairly the financial position of Walgreen Co. and Subsidiaries as of September 30, 1966, and the results of their operations and the sources and application of funds for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Chicago, Illinois, November 8, 1966.

arthur Anderson 4 Co.

GROWTH is a Walgreen Trademark

1966 . . . Store-count grows from 493 to 511 . . . in 233 cities, 35 states.

1966... Annual sales volume rapidly approaches half-billion mark.

1966 . . . Earnings reach new record high.

1966... Annual prescription growth rate continues strong.

1966... New major warehouse nearing completion... Houston, Texas.







GROWTH is a Walgreen

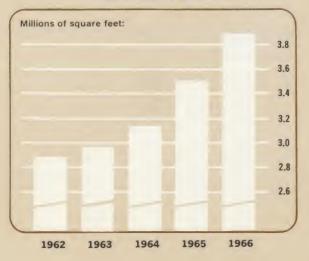
WE REACH 511-STORE MARK AS 37 NEW WALGREEN DRUG STORES AND 3 NEW GLOBES OPEN IN 1966

A Walgreen sign-raising—familiar scene—symbolizes the constant expansion that keeps giving us fresh strength, generating new business today, new potential for tomorrow.

Our Globe department store division, too, continues to make great strides.

The charts on this page clearly show our consistent upsurge in physical size and sales volume. And in our professional sphere—Pharmacy—steady gains are underscoring our reputation as No. 1 Pharmacist to the Nation.

5-Year Chart of Growth in NET SELLING SPACE



Trademark



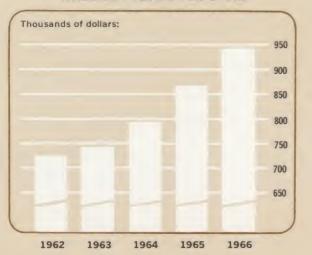
*AKRON, Ohio, 186 S. Main *ARABI, La., 7511 St. Bernard ARVADA (Denver), Colo., 9661 W. 58th Ave. AURORA (Denver), Colo., Aurora Shopping Plaza BELOIT, Wisc., Beloit Plaza Shopping Center BILOXI, Miss., Edgewater Plaza Shopping Center *CHICAGO, III., 111th & Michigan Ave. *CHICAGO, III., 63rd & South Park *DANVILLE, III., 56 N. Vermilion COLORADO SPRINGS, Colo., 2727 Palmer Park DENVER, Colo., Villa Italia Shopping Center *DENVER, Colo., 235 16th EL PASO, Tex., 8181 Dyer St. EL PASO, Tex., 200 N. Mesa EL PASO, Tex., 6375 Montana (GLOBE) FORT DODGE, Iowa, Crossroads Shopping Center FT. MYERS, Fla., Edison Mall Shopping Center HARVEY, III., Dixie Square Shopping Center HOUSTON, Tex., Memorial City Shopping Plaza

LITTLETON (Denver), Colo., 106 Littleton Blvd. LUBBOCK, Tex., 3201 Avenue Q (GLOBE) MEMPHIS, Tenn., Raleigh Plaza Shopping Center MEMPHIS (Whitehaven), Tenn., Southland Mall S.C. MIAMI, Fla., Red Bird Shopping Center MILWAUKEE, Wisc., 4017 Teutonia MILWAUKEE, Wisc., 107 Wilbur Ave. *MUNCIE, Ind., 306 Walnut *PORT ARTHUR, Tex., 435 Proctor *SALT LAKE CITY, Utah, 3 W. S. Temple SAN ANTONIO, Tex., 616 S.W. Military Drive SAN FRANCISCO, Calif., 2656 Mission SHREVEPORT, La., Westwood Shopping Center ST. ANN (St. Louis), Mo., Northwest Plaza S.C. ST. CLOUD, Minn., Crossroads Shopping Center ST. MATTHEWS (Louisville), Ky., Shelbyville Rd. S.C. TUCSON, Ariz., 5255 E. Broadway (GLOBE) VICKSBURG, Miss., Battlefield Village S.C. WAUKEGAN, III., Belvidere Mall Shopping Center WAUSAU, Wisc., 505 Third St.

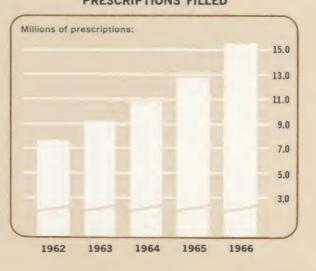
*(Asterisked stores replaced units in same or nearby locations)
... additionally, a number of stores were modernized, and 9 more converted to self-service.

5-Year Chart of Growth in AVERAGE VOLUME PER STORE

HUNTSVILLE, Ala., Madison Mall Shopping Center



5-Year Chart of Growth in PRESCRIPTIONS FILLED



GROWTH is a Walgreen Trademark



OPEN INVITATION TO SHOP WALGREENS... In enclosed-mall store (Waukegan, Ill.) glass doors slide wide open to attract shoppers with panoramic view of big, bright interior. Grill Room restaurant is at far left.

Sales Growth Generates Warehousing Expansion

NEW 275,250 SQ. FT. DEPOT IN HOUSTON SOON TO JOIN OUR PHYSICAL DISTRIBUTION SYSTEM

Our nationwide warehousing network—providing the advantages of fast, economical merchandise delivery to our stores—helps generate better earnings for our Company, better values for our customers.

This new Houston unit, designed to facilitate distribution in our fast-expanding south and southwest markets, is well-planned to further these advantages.

Strategically located and engineered for efficiency, it will be highly mechanized and equipped with the latest electronic data processing inventory control system.



GLOBE Enters Three New Markets



EL PASO, LUBBOCK, TUCSON are latest Globe cities. Tucson photo above reveals massive merchandising interior with 70 departments, from drugs to appliances to clothing to food. 1000-car parking area has tire and auto-service center.

in South



Architect's sketch of new Walgreen warehouse, Houston, Tex.



CURRENT DIRECTORY OF WALGREEN DRUG

ALABAMA (2)

Huntsville Mobile

ARIZONA (9)

Phoenix (6) Tucson (3)

ARKANSAS (5)

Hot Springs Little Rock (2) Pine Bluff West Memphis

CALIFORNIA (16)

Alameda Daly City Hayward (2) Millbrae Mountain View Oakland Palo Alto Sacramento (2) San Francisco (5)

COLORADO (19)

Arvada Arvada Aurora Boulder Colorado Springs (2) Denver (8) Englewood Fort Collins (2) Lakewood Littleton (2)

CONNECTICUT (2)

Bridgeport New Britain

FLORIDA (35)

Bradenton Bradenton Clearwater Daytona Beach Fort Lauderdale (2) Ft. Myers Hialeah Hollywood (2) Jacksonville (4) Lakeland Miami (6) Miami (6) N. Miami Beach Orlando (3) Panama City Pensacola

Riviera Beach St. Petersburg Sarasota Tallahassee Tampa (2) West Palm Beach (2) Winter Park

GEORGIA (10)

Atlanta (6) Columbus (2) Sandy Springs Savannah

ILLINOIS (143)

Arlington Heights
Aurora
Berwyn
Bloomington
Blue Island
Bridgeview
Champaign
CHICAGO (79)
Chicago Heights
Cicero
Crest Hill
Danville
Decatur (2)
Deerfield
Des Plaines (2)
Downers Grove Downers Grove East St. Louis Elgin Elk Grove Village Elmhurst Elmwood Park Elmwood Park Evanston Evergreen Park Galesburg Glen Ellyn Harvey (2) Highland Park Joliet Kankakee (2) Kankakee (2)
La Grange
Lake Forest
Markham
Melrose Park
Moline (2)
Morton Grove
Mount Prospect
Niles (2)
Norridge
Northbrook
Oak Brook Oak Brook Oak Lawn Oak Park Park Ridge (2) Peoria (2) Quincy Rockford (2) Rock Island Schaumburg Skokie Springfield Sterling Villa Park Waukegan (3) Western Springs

INDIANA (17)

Anderson East Chicago (2) Fort Wayne (4) Gary (4) Hammond (2) Logansport Michigan City Muncie New Albany

IOWA (9)

Bettendorf Clinton Council Bluffs Davenport Des Moines (2) Fort Dodge Sioux City

KANSAS (2)

Topeka (2)

KENTUCKY (17)

Covington Lexington Louisville (10) Newport
Owensboro
Paducah
Pleasure Ridge Park
St. Matthews

LOUISIANA (22)

Alexandria (2) Alexandria (2)
Arabi
Baton Rouge (2)
Lake Charles (2)
Metairie (2)
Monroe (2)
New Orleans (8)
Shreveport (3)

MASSACHUSETTS (2)

Springfield Worcester

MICHIGAN (6)

Battle Creek Flint (2) Kalamazoo Lansing Muskegon

MINNESOTA (14)

Bloomington Duluth (2) Edina Minneapolis (4) Richfield St. Cloud St. Louis Park St. Paul (3)

MISSISSIPPI (4)

Jackson Vicksburg (2)

MISSOURI (13)

Crestwood Jennings (3) Northwoods Richmond Heights St. Ann St. Louis (6)

NEBRASKA (6)

Lincoln (2) Omaha (4)

NEW JERSEY (4)

East Paterson Menlo Park Paramus Willingboro

NEW MEXICO (2)

Albuquerque (2)

NEW YORK (14)

Albany BayShore DeWitt Hempstead Kingston Levittown Levittown Massapequa Park New Hyde Park New York (3) Syracuse Valley Stream Yonkers

N. CAROLINA (4)

Greensboro Raleigh Wilmington Winston-Salem



DISTRIBUTION

SOUTHERN \$183,373,264 : 37.6%

MIDWEST (Chicago excluded) \$128,470,745 : 26.4%

CHICAGO, ILL. \$74,377,037 : 15.3%

Walgreen Co.

Directors

A. A. BORG

C. W. MULANEY

SANFORD J. BOWYER

S. S. RAAB

C. R. CAMPBELL

R. L. SCHMITT

C. E. LA FRAMENTA

C. R. WALGREEN, III

C. R. WALGREEN, JR.

Officers

C. R. WALGREEN, JR. CHAIRMAN OF THE BOARD

A. A. BORG PRESIDENT W. L. ALSTRIN CONTROLLER

C. R. CAMPBELL VICE PRESIDENT, TREASURER T. J. BARTON SECRETARY

M. R. KEPHART VICE PRESIDENT

H. W. BECKER
GENERAL AUDITOR

C. E. LA FRAMENTA VICE PRESIDENT W. K. MISKE
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E. J. ROUBIK
ASSISTANT TREASURER

S. S. RAAB
VICE PRESIDENT

N. P. STARSHAK ASSISTANT SECRETARY

R. L. SCHMITT VICE PRESIDENT A. W. TRAUTMAN

ASSISTANT CONTROLLER,
ASSISTANT SECRETARY

Transfer Agents:

THE FIRST NATIONAL BANK OF CHICAGO MORGAN GUARANTY TRUST COMPANY, NEW YORK

Registrars:

HARRIS TRUST AND SAVINGS BANK, CHICAGO FIRST NATIONAL CITY BANK, NEW YORK

Wala

STORES*

OHIO (11)

Akron Cincinnati (6) Columbus (2) Springfield Toledo

OKLAHOMA (3)

Tulsa (3)

S. CAROLINA (5)

Charleston Columbia (2) Greenville (2)

S. DAKOTA (2)

Aberdeen Sioux Falls

TENNESSEE (21)

Knoxville Madison Memphis (14) Nashville (4) Oak Ridge

TEXAS (46)

Abilene (2)
Austin (2)
Beaumont (2)
Corpus Christi (2)
Dallas (3)
El Paso (3)
Galveston
Houston (18)
Lubbock
Pasadena
Port Arthur (2)
San Antonio (5)
University Park
Waco (2)
Wichita Falls

UTAH (3)

Salt Lake City (3)

VIRGINIA (1)

The Pentagon

W. VIRGINIA (1)

*As of Dec. 9, 1966

WISCONSIN (27)

Appleton Beloit (2) Cudahy Eau Claire Glendale Kenosha Menasha Milwaukee (14) Racine Sheboygan Wausau Wauwatosa West Allis

WYOMING (2)

Casper Cheyenne

PUERTO RICO (3)

Bayamon Guaynabo San Juan (Rio Piedras)

GLOBE-Danburg (19)

Albuquerque, N. Mex.
(Globe)
Baton Rouge, La. (Globe)
El Paso, Tex. (Globe)
Houston, Tex.
(4 Globe, 4 Danburg)
Jacinto City, Tex.
(Danburg)
Lubbock, Tex. (Globe)
McAllen, Tex. (Globe)
Pasadena, Tex. (Globe)
Phoenix, Ariz. (2 Globe)
Tucson, Ariz. (Globe)
Victoria, Tex. (Danburg)

Sanborns

MEXICO (8)

Acapulco Mexico City (6) Monterrey

...

Wheeling

Welcome to Walgreens, wherever you are!

Over 500 Walgreen Drug Stores, serving key communities across the nation, bring better health, better living, better value to over a million customers a day.

In addition, some 1,900 independently-owned *Walgreen Agency* drug stores carry our name and our Walgreen-manufactured products into many areas not directly served by our own stores.

Our Globe department store division further diversifies our area of operation, and our affiliate in Mexico, the celebrated Sanborns, brings international scope to our retailing activities.

From Massachusetts to Mexico and from California to Puerto Rico, we warmly invite you to visit these fine stores whose ownership you share. It's to your advantage both as a Walgreen shareowner and as a discerning shopper.

OF SALES



5 EASTERN \$31,764,980 : 6.5%

